



# **V РЕГИОНАЛЬНЫЙ ИНВЕСТИЦИОННЫЙ КОНГРЕСС**

**Hosts:**

**Partner:**

**With participation of:**



RF Ministry of Regional Development  
Regional Development Agency of  
RF Ministry of Economic Development and  
Trade  
RF Ministry of Industry and Energy  
World Bank Resident Mission in Russia  
German Economy Union in RF

## **NATIONAL POLICY FOR SUPPORTING REGIONAL DEVELOPMENT**

### **INSTRUMENTS AND PRACTICE OF ATTRACTING FINANCIAL RESOURCES TO REGIONS**

**November**

**22-23, 2006, Moscow**

**Marriott Grand Hotel, Kuskovo - Marfino Hall (26 Tverskaya street)**

#### **The Congress provides:**

1. A floor for bringing together the governors and regional administration teams, Russian and international investors interested in establishing partnerships.
2. Sharing experience and obtaining information about successful projects.
3. Dissemination of achievements of regional teams in improvement of investment climate and efficient regional policy.

#### **This year the Congress agenda includes:**

1. Two meetings with participation of the top managers of foreign companies operating in the Russian regions. To be held with participation of the World Bank Resident Mission in Russia and German Economy Union in the RF
2. Master-classes and discussions covering the issues of attracting financial resources to the regions with participation of the line ministries and agencies.
3. Ceremony of rewarding winners of the 2005/2006 Regional Investment Attractiveness Rating

# Agenda

**Day 1, November 22, 2006 (Wednesday)**

**09.30 – 10.00 Registration of participants**

**10.00-12.00 Plenary meeting**

## **Regional Investment Climate as a Criteria of Regional Policy Efficiency**

### **Facilitators:**

*Valeriy Alexandrovich Fadeyev*, Editor-in-Chief, Expert Magazine, member of the RF Public Chamber,

*Dmitriy Eduardovich Grishankov*, General Director, Expert Rating Agency.

### **Invitees:**

*Kirill Gennadyevich Androsov*, Deputy Minister, RF Ministry of Economic Development and Trade,

*Viktor Ivanovich Grishin*, Chairman, Federation Affairs and Regional Policy Committee, RF State Duma,

*Arkadiy Vladimirovich Dvorkovich*, Head, Expert Department, RF President Administration,

*Kristalina Georgieva*, Country Director and Resident Representative in Russia, World Bank,

*Marco Graff*, Representative of German Economy Union in the RF in charge of regional issues, Head of Commerzbank Representation in Moscow,

*Roger Munnings*, Managing partner, KPMG in Russia and CIS,

*Anton Germanovich Siluanov*, Deputy Minister, RF Ministry of Finance,

*Valeriy Alexandrovich Sychev*, Deputy Chairman, Federation Affairs and Regional Policy Committee, RF State Duma,

*Vladimir Anatolyevich Yakovlev*, Minister, RF Ministry of Regional Development.

## **Ceremonial Meeting to Reward Winners of the 2006 Regional Investment Attractiveness Rating**

***12.00–12.30 Coffee Break***

## **12.30 - 13.45 Session: “Mechanisms of Government Support of Regional Development Initiatives. International and Russian Experience”**

### **Invitees:**

*Kirill Gennadyevich Androsov*, Deputy Minister, RF Ministry of Economic Development and Trade,

*Kristalina Georgieva*, Country Director and Resident Representative in Russia, World Bank,

*Alexandr Nikolayevich Shokhin*, President, Russian Union of Industrialists and Entrepreneurs (Employers), Chairman of Supervision Council, Renaissance Capital Investment Group,

*Alexandr Gennadyevich Khloponin*, Governor of the Krasnoyarsk kray.

***13.45 –14.45 Lunch***

## **Practical Conference “Interaction of Investors and Government Authorities in the Regions”**

#### **14.45 - 16.00 . Part I**

### **“Key Investment Projects in Russian Regions. Development, Financing and Implementation”**

#### **Facilitator:**

*Dmitriy Eduardovich Grishankov*, General Director, Expert Rating Agency

#### **Topics for discussion:**

- Corporate strategies: how regions are presented in them?
- Regional strategies: how elements of corporate strategies are presented in them?
- Initiators of development of strategic projects in the regions
- How corporate and regional strategies should be linked?
- Examples of successful implementation of strategic projects in some regions
- How contribution of investment projects in regional development should be evaluated.

#### **Invitees:**

*Vyacheslav Dmitriyevich Dudka*, Governor, Tula oblast,  
*Tatyana Alexandrovna Glukhovkina*, Deputy Head of Administration, Lipetsk oblast,  
*Dmitriy Vadimovich Zelenin*, Governor, Tver oblast,  
*Anatoloy Ivanovich Lisitsin*, Governor, Yaroslavl oblast,  
*Taimuraz Dzambekovich Mamsurov*, Head of Republic Severnaya Osetiya-Alaniya,  
*Yuriy Vyacheslavovich Molchanov*, Deputy Governor, St. Petersburg,  
*Sergey Ivanovich Morozov*, Governor, Ulyanovsk oblast,  
*Pavel Anatoliyevich Orda*, First Deputy Head of the Komi Republic,  
*Roman Yevgenyevich Andryushin*, Financial Director, ZAO “Komi Aluminii”  
*Mikhail Mikhailovich Prusak*, Governor, Novgorod oblast,  
*Rustam Nurgaliyevich Minnikhanov*, Prime-Minister, Republic Tatarstan  
*Alexandr Nikolayevich Tkachev*, Governor, Krasnodar kray,  
*Alexandr Gennadyevich Khloponin*, Governor, Krasnoyarsk kray.

*The discussion will involve:* heads of the subjects of the Federation, representatives of Russian corporations, banks, investment companies, ministries and agencies, representatives of the Investment Fund.

#### ***16.00–16.15 Coffee Break***

#### **16.15 - 17.30 Part II**

### **“Direct Foreign Investment in Russian Regions. Readiness of Russian Regions and Requirements of Investors”**

#### **Facilitators:**

*Grigoriy Vladimirovich Marchenko*, Director, Regional Department, Expert Rating Agency,  
*Marco Graff*, Representative of German Economy Union in the RF in charge of regional issues,  
Head of Commerzbank Representation in Moscow.

#### **Topics for discussion:**

- Readiness of the regions for inflow of international investors in the Russian market
- Requirements of international investors
- Joint ventures or foreign enterprises?
- Experience and prospects of foreign companies operation in the Russian regions

#### **Invitees:**

*Regina von Flemming*, Chairman, Entrepreneurship Practice Committee, German Economy Union in the RF, Manager of Flemming and Partners

**Topic:** *“Requirements of Investors and the Reality. Experience of Search of Investment Sites and Properties”*

**Herrit Schmitter**, Manager COMMIT Project Partners GmbH

**Topic:** *“Searching and Establishing Contacts”*

**Thomas Vurstner**, Managing Owner, OOO “Vitaphit”, Voronezh oblast

**Topic:** *“Experience of Establishing German Enterprises in the Regions”*

**Harald Pureiner**, General Director. OOO Schattdecor”, Moscow oblast

**Topic:** *“Experience of Establishing German Enterprises in the Regions”*

**Josef Beckhoff**, General Director, OOO “VEKA Rus”, Moscow oblast and Novosibirsk oblast

**Topic:** *“To Regions: on its own or with a partner?”*

**Olaf Bone**, Russia Regional Manager, KCA Deutag Drilling GmbH, Tumen oblast

**Topic:** *“To Regions: on its own or with a partner?”*

**Ernst Velteke**, Independent Director, OAO Commercial Bank “Tsentr Invest”, ex-president Deutsche Bundesbank

**Topic:** *“Experience and Prospects of international companies operation in Russian Regions. Examples of Solutions for Small and Medium businesses in the South of Russia”*

**Presentation of findings of the regional survey conducted by the German Economy Union in the RF**

**The discussion will involve:** representatives of the administrations of RF subjects, members of the German Economy Union in the RF, representatives of the Russian and international corporations, embassies, trade representations on the RF territory.

**17.30 – Cocktail party**

### **Day 2, November 23, 2006 (Thursday)**

**09.00 – 10.00 Registration of participants. Morning coffee.**

### **Master-Classes**

**10.00 – 12.00**

- **Master-Class 1**

### **«How to Become a Participant of the World Bank Group Projects?»**

**Moderator:** *Grigoriy Vladimirovich Marchenko*, Director, Regional Department, Expert Rating Agency

**Main presentation:** *“Experience and Prospects of World Bank Operations in the Russian Regions”*  
**Kristalina Georgieva**, Country Director and Resident Representative in Russia, World Bank.

- **Master-Class 2**

### **”How to Improve Efficiency of Management of Regional Budget Resources?”**

**Moderator:** *Olga Veniaminovna Machulskaya*, Leading Expert, Regional Department, Expert Rating Agency

**Presentation:** *”Budgetary Reform in Russia and its impact in the Regions”*

**Alexey Mikhailovich Lavrov**, Director, Budget Policy Department, RF Ministry of Finance

**12.00 - 12.30 Coffee Break**

**12.30 – 14.30**

- **Master-Class 3**

## **“How to Present and Defend the Regional Strategy and Program?”**

**Moderator:** *Dmitriy Eduardovich Grishankov*, General Director, Expert Rating Agency

**Main presentation:** *“Strategy as a Starting Point of Territorial Investment Development”*

**Maxim Veniaminovich Perov**, Deputy Director, Regional Social and Economic Development and Territorial Planning Department, RF Ministry of Regional Development.

- **Master-Class 4**

## **“What Image a Region should Have in Investor’s Opinion?”**

**Moderator:** *Marchenko*, Director, Regional Department, Expert Rating Agency

**Main presentation:** *“Role of Image of the Region and Regional Brands in Attracting Investment”*

**Vladislav Vladimirovich Balashov**, General Director, Praktik Training and Consultations Center.

**14.30 - 15.30 Lunch**

**15.30 - 17.30**

- **Master-Class 5**

## **“How to Build an Investment Attraction System in the Region?”**

**Moderator:** *Marchenko*, Director, Regional Department, Expert Rating Agency

**Main presentations:** *“International Experience of Creating Regional Development Agencies and their Operations” (the topics are to be specified)*

Participants: Heads of international regional development agencies invited by the World Bank and the German Economy Union.

- **Master-Class 6**

## **“How to Become a Resident of a Special Economic Zone?”**

**Moderator:** *Oleg Borisovich Alexeyev*, Director of corporate projects, Corporate Development Institute

**Main presentation:** *“Special Economic Zones: New Factors of Regional Investment Attractiveness Growth”*

**Olga Petrovna Markova**, Acting Head, Federal Agency for Administration of Special Economic Zones.

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